

## Regional Business Development Manager (BDM) – Megger Grid Analytics (m/f/d)

**Location: Germany**

Megger Grid Analytics (MGA) is one of Meggers' business segments that monitors overhead line and cable networks via advanced sensor technology, complemented with machine learning and artificial intelligence based software. The precision capture of power flow parameters are transmitted to a host analytics system via GSM or mesh radio communications and subsequently analysed. This gives accurate and fast insight to network performance and any fault/pre fault conditions/locations that arise which in turn enables the network operator to avert potential failures and/or locate and resolve network issues more quickly.

To expand our Megger Grid Analytics segment, we are looking for a Business Development Manager as soon as possible.

**Join our team!**



## Your Tasks:

- The regional BDM for MGA will be accountable for the sales and overall business expansion of the MGA product line in the designated region. Working in close collaboration with other Megger regional sales persons and the MGA technical centre of competence, the BDM will ensure targeted account development plans are executed upon and will oversee the successful conclusion of customer field trials that will scale in volume over the following years.
- The BDM will also work closely with the MGA marketing communications campaign manager to design and implement appropriate communication initiatives, these campaigns using a mix of digital and conventional customer reach methodologies.
- Being the regional person with extensive subject matter expertise, while providing guidance/support to other sales staff, there will be times when the BDM will also take a direct role in developing customer relationships with key client decision makers, up to c-suite level. This requires the person to have strong technical understanding of electrical networks and their behaviours as well as a sound commercial, financial appreciation.
- The regional BDM is required to travel to customer sites and locations within the assigned region to build and maintain strong customer relationships and ensure successful project delivery.
- The BDM will oversee and be accountable for the order/revenue performance in the region, working with other sales and technical colleagues. MGA being a solution business, the BDM will have excellent personal communication skills to liaise with product development, engineering and commercial talent both inside Megger and at the customer.
- The MGA Solution business involves a long sales cycle, often up to several years. The BDM will need good project and people management/coordination skills, interfacing with multiple resources around the Megger group. Such team collaboration, leading and participation skills will be needed.
- Success in the role will require an intimate understanding and ability to convey value propositions tuned to each customers' specific needs/goals in their grid performances, resilience and transparency objectives.
- Commercial skills will be key in determining which opportunities to pursue that in turn deliver best returns for Megger and the customer.

## Your Profile:

- High familiarity with electrical power grid operation and the associated challenges facing grid operators
- Will have at least 10 years experience in the field of electrical power, of which 5 years in a significant sales role that has involved hardware and software solutions/systems, working with power utilities to improve their network performance and/or operational efficiencies.
- Typical or ideal candidates, having graduated in an electrical discipline, will have spent time involved with power utilities and/or their suppliers in a technical capacity before transitioning to a more commercial role.
- An excellent communicator and team leader/player with the ability to interact effectively at all levels in the customers' organisation and also able to lead and coordinate among internal teams in Megger.

- Will have successfully achieved and delivered solution sales wins where annual target achievement requires multiple projects to be secured. The ideal candidate must feel comfortable being involved in multiple projects/customers at the same time.
- Demonstrable ability to grow a business, resolve challenges and drive for mutually beneficial outcomes between the customer and Megger.
- A keen proactive desire in keeping close to the ever-changing industry and market changes in grid operations in the power sector.
- A B.Sc. in electrical engineering with additional field experience gained to understand network operation and behaviours. Ideally, such experience will have involved systems integration involving various communications protocols into the network SCADA system
- Fluent in English and preferably one other European language
- Knowledge of business systems, sales processes and good computer skills spanning Microsoft, ERP and CRM systems.

### Benefits:

- Structured onboarding during your orientation phase
- We priorities the individual development of your professional and personal strengths with excellent training, continuous learning, and professional career development opportunities
- Challenging tasks in a system-relevant industry, freedom of organization and decision-making as well as a high degree of personal responsibility, working in an international and innovative environment
- Competitive remuneration, variable bonus payments, company pension scheme, private accident insurance

### About Megger:

With a rich history spanning over 130 years, Megger is a well-established company renowned in the electrical testing and measurement industry. Our dedication to precision, reliability, and safety has earned us a distinguished reputation, making us a trusted partner for professionals and organisations in need of dependable electrical testing and measurement, including monitoring solutions.

We serve a wide array of industries, spanning utilities, manufacturing, maintenance, renewable energy, heavy industry, transportation, and more. At Megger, our extensive product and service offerings encompass a broad spectrum of applications, addressing critical electrical measurements. These include insulation resistance testing, ground resistance testing, a comprehensive range of dielectric testing, advanced transformer diagnostics, DGA (Dissolved Gas Analysis), partial discharge analysis, cable fault locating and diagnostics, Smart Grid testing, and much more.

Are you interested? Send us your complete application including the earliest possible starting date and your salary expectations to: [personal@megger.com](mailto:personal@megger.com)

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